

TIIN CAPITAL

The Informal Investors Network

TIINformation 03/2023



Black Swans

It was presumed they did not exist, until Dutch explorer Willem de Vlamingh discovered them in Australia back in 1697: Black swans! It's also a metaphor that describes an event that comes as a surprise and has a major effect, such as the recent Silicon Valley Bank fiasco. In hindsight, can we rationalize this event? Did the black swan fly out already? Yes, he's gone. But the effects are still unclear. Important lessons for tech companies with a high burn rate are to (i) focus more on becoming profitable, and (ii) spend funding given by investors carefully. If you want to become a unicorn, act like a camel! Never forget that black swans exist. It's not just about looking forward, but also about looking up! Swans can fly...

None of TIIN Capital's portfolio companies are directly impacted by Silicon Valley Bank's black swan event. Thank you for flying with us!

Fund News

TIIN Capital joins €30M B-round in French cybersecurity scale-up EGERIE

TIIN Capital has joined the €30 million B-round in French cybersecurity scale-up EGERIE, together with Tikehau Ace Capital, Open CNP and Banque des Territoires. EGERIE enables

businesses and organizations to analyze and quantify the financial risks of cyber attacks, and is a strong example of a European cybersecurity company on its way to becoming a global market leader. The investment in EGERIE underlines TIIN Capital's ambition to keep Europe safe and resilient with security technology.

[Read more](#)



TIIN Capital welcomes 2 interns

On February 13, final-year students [Jasper van Beurden](#) and [Flip Wöstemeier](#) joined TIIN Capital, both of them as an Investment Analyst (intern). The 4-month internship allows them to gain practical skills and knowledge in the field of venture capital. Welcome to the team, Jasper and Flip!

Eclectiq in Top 10 of European defence tech startups

Sifted (backed by the Financial Times) has included our portfolio company Eclectiq in its list of 10 European defence tech startups to watch. Eclectiq is a worldwide provider of cyber threat intelligence, hunting and incident response. Already a European leader in software technology, they're now expanding its products to the U.S. and Asia.

[Read more](#)



New video explains Oddity.ai's smart surveillance software

Our portfolio company Oddity.ai has created a 1-minute video to explain their smart surveillance software. Click on the image below to watch the intro video or click [here](#).





Dr. Christopher Lohmann joins Eye Security's non-executive board

Our portfolio company Eye Security has welcomed Dr. Christopher Lohmann as a non-executive member on their board. With his extensive experience in cyber insurance, Christopher will be a valuable asset as Eye Security continues their international expansion.

[Read more](#)

SonicBee launches Identity & Access Management SAAS solution

Our portfolio company SonicBee has launched SynerBee, the first full range Identity & Access Management (IAM) SAAS solution for SMEs. It's innovative, scalable and easy. Click on the image below to watch the intro video or click **[here](#)**.



Emproof launches new logo and website

Our portfolio company Emproof has launched its brand-new logo and website:

www.emproof.com

Emproof offers agile, robust and cost-effective security and IP integrity solutions for all software and embedded systems. You can request a demo through their website.

3 Must-Read Articles

1. Cybersecurity trends for 2023 and what to expect (Security Magazine)

'The rapid proliferation of new attack surfaces means more opportunities for threat actors than ever before, and this will only continue as new technologies are introduced.'

[Read more](#)

2. Ukraine calls for 'Cyber United Nations' amid Russian attacks (Politico)

'Cyberattacks will become as powerful or maybe even more powerful than the conventional attacks, and the consequences of cyberattacks are on such a big scale that we should not underestimate the effects.'

[Read more](#)

3. The quantum effect on cybersecurity (Forbes)

'Cybersecurity researchers and technologists are rightly concerned with the mixed blessing that is quantum computing. Whilst it holds potential for many benefits from machine learning and data analytics to cryptography and cybersecurity, it creates new risks and exposures.'

[Read more](#)

Upcoming Events



Meet our team at the following events:

Thu 23/3

VC Seminar, Nyenrode Business
Universiteit
(Breukelen, NL)

Thu 30/3

KPN Ventures Scale-up Afternoon
(Rotterdam, NL)

Wed 5/4 - Fri 7/4

International Cybersecurity Conference/FIC
(Lille, FR)

Thu 6/4

VEECEE Networking Event
(Amsterdam, NL)

Thu 13/4

NVP - VC Afterwork
(Amsterdam, NL)

Mon 24/4 - Thu 27/4

RSA Conference 2023
(San Francisco, USA)

Wed 24/5

Upstream Festival 2023
(Rotterdam, NL)

Thu 25/5

Private Equity Summit 2023
(Amsterdam, NL)

Tue 30/6

ACG - Holland Growth Awards 2023
(Amsterdam, NL)

Fri 27/10

Benelux Private Equity Conference 2023
(Amsterdam, NL)

About TIIN Capital | Dutch Security Tech Fund

TIIN Capital, also known as the Dutch Security Tech Fund, was founded in 1998. We invest in cybersecurity and IoT security startups and scale-ups. Our regional focus is Europe. We have a gender-diverse team that includes startup founders with a successful exit.

Among our current portfolio companies are Awen Collective, Brama Systems, BreachLock, Codean, Datumrikker, EclectiQ, EGERIE, Emproof, Eye Security, Felton, Oddity.ai, ParkBee, Probely, RiverD International, SendCloud, SonicBee, Sweepatic Security, Sygno, Syntho, VIVOLTA.

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